

Cox Communications

New Approval Request Dated 5/21/02:

HQAPP: Please approve extending the technical support flatline through May 2008. (initial year plus 5 renewals vs 2 on original request).

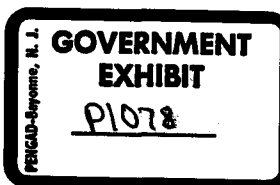
Approved 5/15/02:

HQAPP Request:

1. Extend price hold to parent (Cox Enterprises) and Cox Enterprises majority owned subsidiaries (as done previously)
2. Provide electronic delivery (also required approval from Matt Mayerson and Bob Kahler) to the state of: Georgia (platforms to include: Sun Solaris).
3. Request 3 year Support flat line (initial year plus 2 renewals) followed by 3 year 5% cap (years 4-6)

Tier 1 Request:

4. Request a 69.55% Net effective discount including a 66% discount on the license to the customer plus a \$268,338K JE to cover financing. (Total combined discount of 69.55%)
5. Two year price hold at 65% on Database EE, iDS, RAC and Partitioning (NU and Processor)
6. Two year price hold at 25% on iAS (store)
7. Two year price hold at 50% on all Financial Modules



Other Steps contained within this deal-TO BE CONFIRMED AND ROLL-IN PROVIDED BY MAT TEAM:

- Migrate all Db UPUs (17,400) to 17 Processors
- Customer is licensed for 2,430 NUMS of DbEE, they wish to migrate 1,830 of these to the current NU metric.
- After NU migration, there are 600 remaining NUMS of DbEE, migrate these 150:1 to 4 Processors.
- Migrate 1:1 their existing 40 processors to now be governed by this OD.
- Net Result: $17 + 4 + 40 = 61$ Migrated Processors + 1,830 NU's + a net new purchase of 189 Processors of DbEE.
- Prepaid support credit to be shown on this OD from migration.

5-15-02 Summary:

Deal Summary 5-15-02	
Product Mix:	189 Processors of Database EE
License Discount	66% + JE financing for a Net Effective discount of 69.44%
Support Discount	66%
Support Options/Holds	2 renewal flatline, 3 Year 5% Cap
Price Holds	65% 2 yr-hold on Database, iAS (at 25%) , iDS, RAC and Partitioning 50% 2-yr hold for the following Financials Modules – Advanced Supply Chain Planning, Demand Planning, Supply Chain Intelligence, Supply Chain Exchange, Purchasing, iProcurement, Purchasing Intelligence, iSupplier Portal, Exchange Marketplace, Sourcing, Enterprise Asset Management, Financials, Treasury, Financials & Sales Analyzer, Internet Expenses, iReceivables, Financials Intelligence, Activity Based Management, Balanced Scorecard, CRL Financial Management, Network Logistics

List License	\$7,560,000
List Support	\$1,663,200
Net License	\$2,570,400 – JE of \$268,338 = Net of \$2,302,062
Net Support	\$565,488 + Roll-In of the 40 Processors
Net Price	\$2,867,550 (after JE) + Roll-In of the 40 processors
Price List Used	March 15, 2002

Justification on 5/21 request: Customer has done his analysis of this project assuming flat line support through 2007. He has no other issues for signing this deal.

Justification: Customer currently has 45% price hold on UPUs and named pricing. They need additional Database and we are looking to move them more consistently to a processor pricing model. Microsoft has made major in-roads into this account over the past 12 months. This contract and these discount are needed to get the foothold to prevent Microsoft's success.

Customer may evaluate a new ERP system this summer. They currently have JDEdwards. They want to leverage this large purchase to get themselves the discounts for the Financials, even if they start with a small financials purchase. They are thinking that their ERP will be a phased approach which will normally hurt them on discounts. This will be very competitive. They have PeopleSoft HR which they love. The decision maker recently came over from the PeopleSoft practice at Accenture.

Recommendation: (leave blank)

Submitted By: Myrna Josephs Phone # 610.277.1611

R: (leave blank)

C: (leave blank)

L: (leave blank)

A: (leave blank)

BP: (leave blank)